

cyber_Folks™

➤ **Equity financing to unlock
high-potential M&A opportunities_**

*From the CEE leader toward a key
European player*

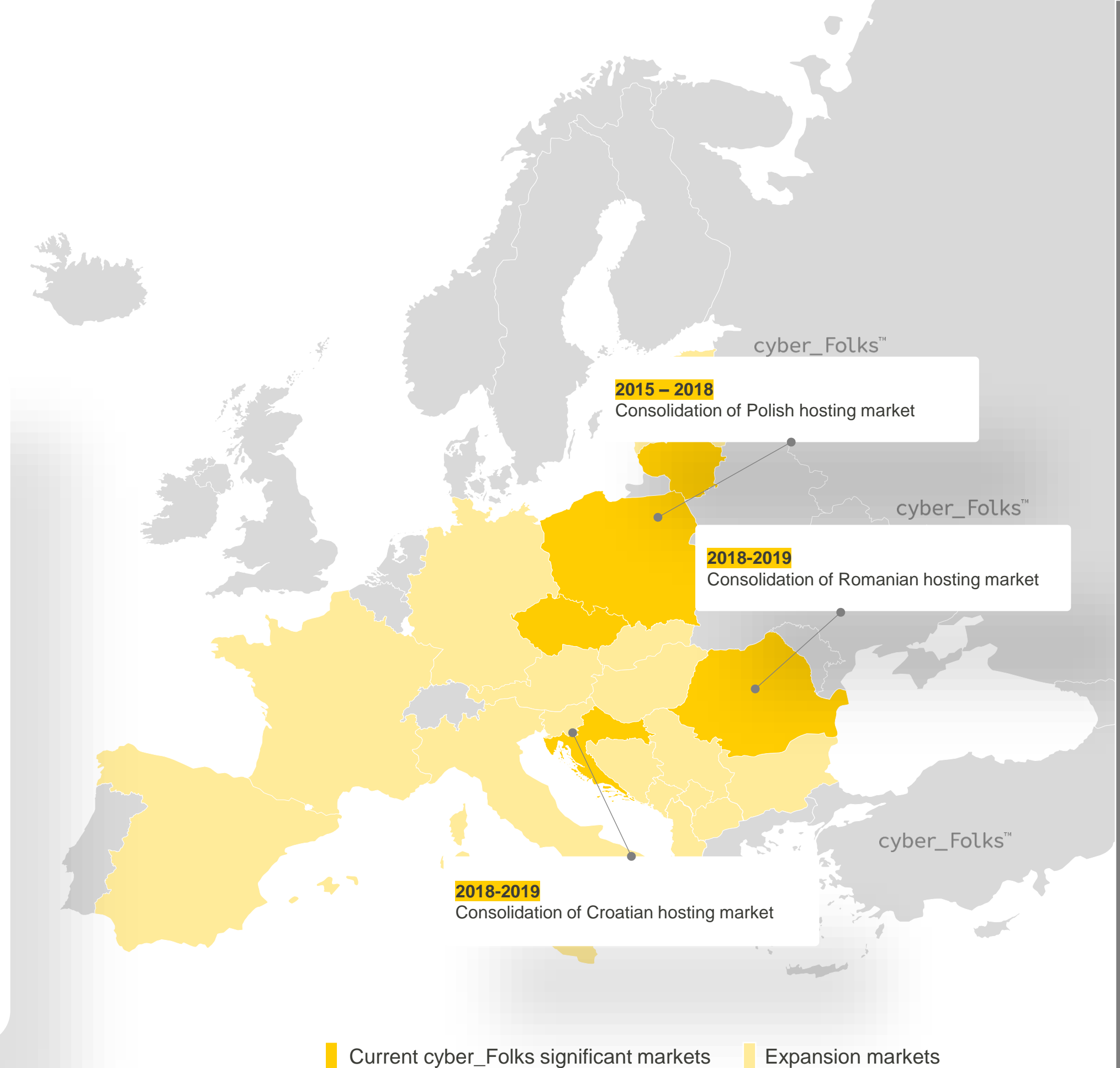
POZNAŃ | 8th September 2025

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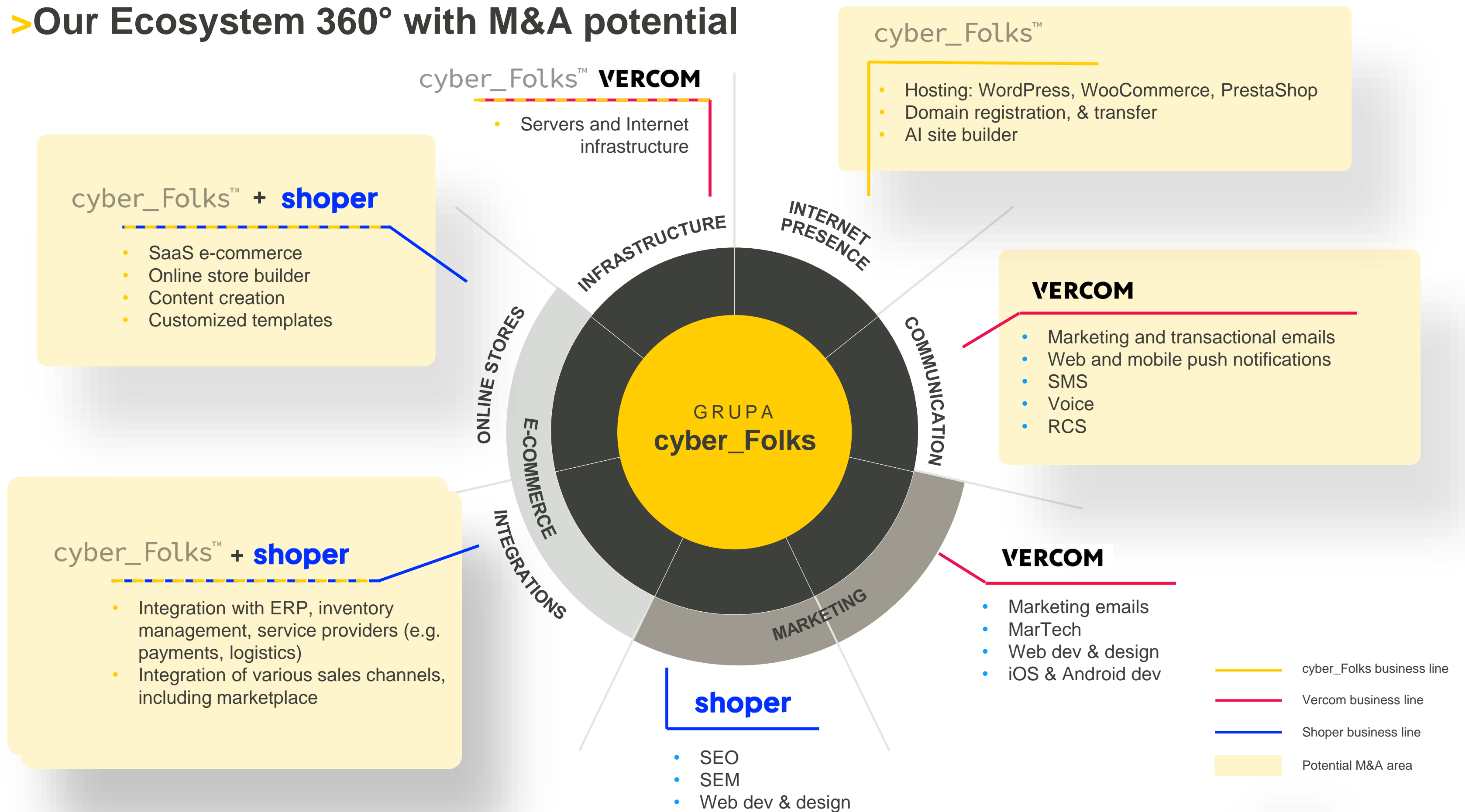
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>From the CEE leader toward a key European player_

- We have completed 30+ acquisitions over the past 10 years – with each deal being value accretive
- We are a clear leader in CEE, with our ambitions reaching significantly beyond our region
- Key benefits of the currently analyzed acquisitions:
 - Significant **expansion of the customer base**
 - Notable **cross-sell opportunities**
 - Strengthened **international presence** – increase in revenue from foreign markets
 - Potential **internalization of a product** currently offered through an external partner
 - Shared **R&D budget synergies**

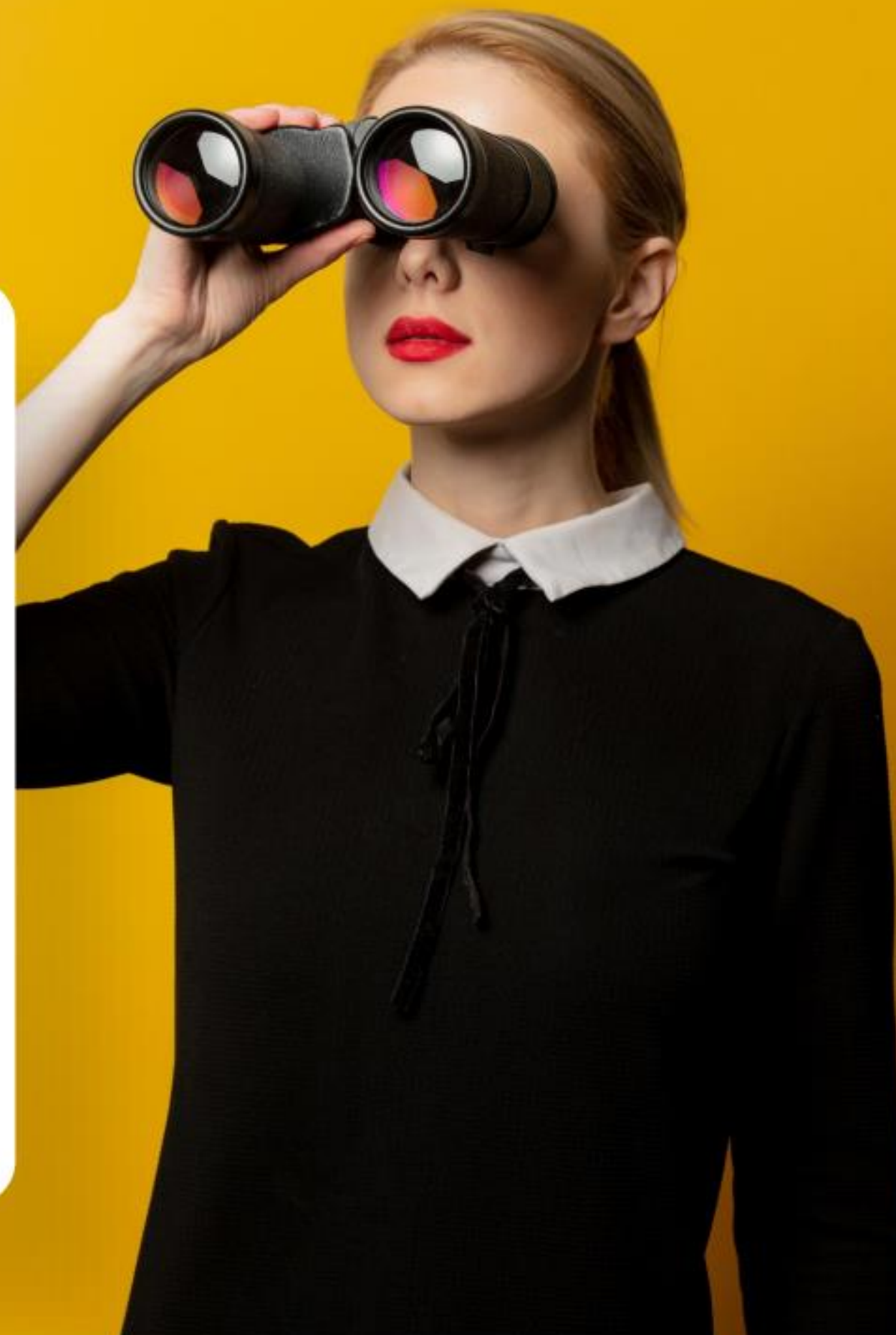


>Our Ecosystem 360° with M&A potential



>Current M&A Pipeline_

- ✓ Five potential acquisition targets
- ✓ Signed **non-disclosure agreements**
- ✓ Discussions at **pre-binding offer stage**
- ✓ Focusing on acquisitions in **EUR 15–150m range**, with total equity investment value of **up to PLN 1bn**



>Equity issue will boost cyber_Folks' M&A strategy_

Rationale

- Raising funds through a share issuance will allow the Company to **gain full negotiating flexibility** (similarly to our acquisition of MailerLite)

Use of proceeds

- The proceeds will be allocated to complete **one or more acquisitions within the next few quarters** (up to 12 months)

What to expect

- Valuations of the targets range from **high single-digit up to mid-teens EV/EBITDA** (based on 2026 forward projections incl. synergies)
- Acquisitions should add revenue from current and/or foreign markets, **strengthening our position in Europe**

>Share issue_



STRUCTURE

- ✓ cyber_Folks plans to issue up to 1,134,400 shares (up to 8% of the share capital)
- ✓ Shares to be issued within the limits of the authorized capital
- ✓ Shares to be offered via Accelerated Bookbuilding in accordance with the current report ESPI 15/2025



USE OF PROCEEDS – M&A FINANCING

- ✓ Acquisitions will be financed either through equity alone or through a combination of equity and debt
- ✓ The choice of a transaction structure will depend primarily on the size and nature of the transaction



TIMETABLE & LOCK-UP

- ✓ Books opened on 8th September
- ✓ Books close on 9th September
- ✓ Lock-up for the Company – 360 days